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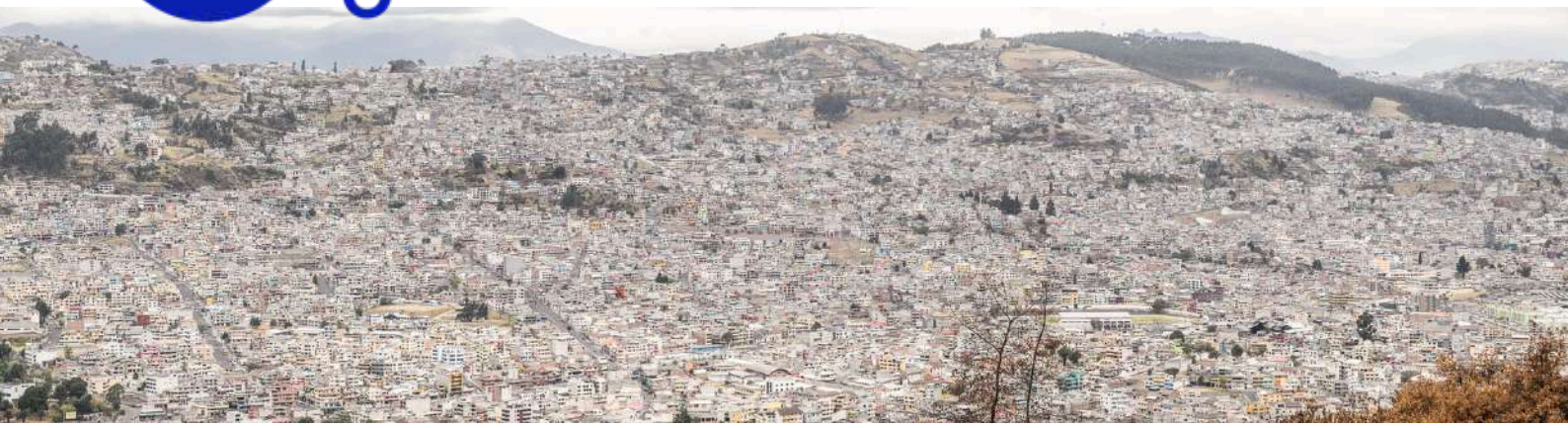
INTERNATIONAL CONSULTING
AND PROJECT DEVELOPMENT



Boleo Global is a company driven by a mission to provide expert advisory services, international technical assistance, investment and trade planning, project management and financing, public procurement support, EU regulatory guidance, and tailored training and capacity-building programmes. Expertise spans a broad spectrum of sectors, including human rights, justice, and governance, as well as tourism, culture, and technological innovation. All activities are grounded in close collaboration with public institutions, private enterprises, and multilateral organisations, harnessing public-private synergies to generate impactful and sustainable results.

- Advisory Services and Technical Assistance
- Project Management and Financing
- EU and International Public Procurement
- Investment and Foreign Trade
- Capacity-building and Publications

We work across diverse areas of expertise, delivering innovative and strategic solutions to our clients.

Law, Governance and Justice

Human Rights, Migration, and Gender

Trade, Investment, and Economic Development

Private Sector Development and Sustainability

Public-Private Partnerships

Culture, Tourism, and Sports

Innovation, Technology, and Digitalization

Communication, Visibility, and Capacity Building

We are a multidisciplinary team recognised nationally and internationally for our commitment to service, the quality of our work, the innovative methodologies we apply, and the trust we build with clients and partners. All efforts are guided by clear, measurable objectives and supported by a network of highly qualified professionals known for their experience, expertise, and dedication.

With main offices in Seville, Brussels, and Washington D.C., and regional presence in Central America, the Andean Region, and Eastern Europe, Boleo Global operates through an extensive international network of collaborators and local experts.

DISCOVER OUR SERVICES

Innovative, tailor-made solutions delivered by a top-tier team of professionals

ADVISORY SERVICES AND TECHNICAL ASSISTANCE

These services provide specialised support to organisations, companies, or institutions through analysis, diagnostics, strategy design, recommendations, or action plans in areas such as management, technology, finance, business, investment, human rights, tourism, education, justice, and the environment, among others. Support focuses on practical and technical aspects, helping to implement solutions, transfer knowledge, train staff, and improve processes and technical capacities.

- Feasibility studies and opportunity assessments
- Public policy formulation and institutional strengthening
- Strategy design for the private sector
- Know-how transfer
- Project coordination and implementation
- Specialised technical studies
- Project evaluation

CONTACT

- **Silvia Scozia** sscozia@boleoglobal.com
- **Rosario León** rleon@boleoglobal.com

KEY REFERENCES

- **European Union. EU Regional Program – CENPROMYPE – Support for Private Sector Development (ADESEP). Central America.**

  Legal assistance, training, and dissemination of a study on investment in Central America and the Dominican Republic, including a comparative analysis of regulations and legal proposals, in collaboration with CENPROMYPE, Ministries of Economy, and related entities.

- **AECID. Technical assistance in the field of human rights and justice within the GOJUST program. Philippines.**

  Coordination, advisory, and technical assistance services within the framework of two initiatives: the GOJUST Programme, in support of Filipino human rights institutions, and the Subatra Justice and Society Project, supporting the administrative authorities of the Bangsamoro Autonomous Region in Muslim Mindanao. Preparation of recommendations and conclusions aimed at improving project results evaluation systems by incorporating innovative tools and methodologies.

- **UNDP-AECID. Contributing to the localization of the 2030 Agenda. Latin America and the Caribbean.**

  Study conducted for the UNDP within the framework of promoting private sector participation in the protection and promotion of human rights in Latin America. It includes a mapping of existing initiatives among SMEs, as well as relevant guidelines, instruments, and tools; the compilation of good practices; and the development of a Guide for Shared Responsibility and Corporate Due Diligence in the Protection of Human Rights in Latin America and the Caribbean.

- **USAID. FETEH Activity (Justice) – International Procurement, Human Rights, and Arbitration. Ethiopia.**

  Technical assistance to Ethiopian institutions involved in legal and judicial reform, such as the Attorney General's Office, the Federal Supreme Court, and the Parliament. Support to the Civil Justice Directorate in legal analysis, drafting protocols on procurement, intellectual property, and arbitration, advising on the New York and Vienna Conventions, training on contracts and international arbitration, and development of reference materials.

- **UNDP. Rule of Law (ROL) Program. International consultancy on foreign experience. Uzbekistan.**

  Preparation of a report on comparative experience in the enforcement of judicial decisions and presentation at a workshop in Tashkent. Preparation and coordination of context analysis documents and liaison with beneficiary institutions and stakeholders.

- **European Union. CAPSEJUST Service Contract (SEJUST Program) – Capacity Building in Security and Justice. Guatemala.**

  Coordination of a team of 20 experts to implement institutional strengthening activities in support of 11 judicial and security entities, such as the Ministry of Justice, Migration, Border Control, and National Police. A total of 95 training actions were developed, reaching more than 20,000 people. Coordination of the SEJUST training program, focused on migration, human trafficking, smuggling, border management, and protection of migrant minors.

PROJECT MANAGEMENT AND FINANCING

We support public, private, and third-sector entities in identifying European funding opportunities, facilitating access to programs that promote innovation, sustainability, and international cooperation.

- Technical and financial proposal development
- Operational, financial, and administrative coordination throughout all phases of the project
- Creation and facilitation of international consortia
- Collaborative management of multilateral strategic partnerships

CONTACT

- **Rubén Cruz** rcruz@boleoglobal.com
- **Silvia Scozia** sscozia@boleoglobal.com

KEY REFERENCES

- **CIFAL. Rad2Citizen Project – Extremism, Radicalization, and Citizenship – Analysis of European Practices in Radicalization Prevention. Multi-country.**

  Regulatory analysis and preparation of a report on EU and international practices in preventing radicalization and extremism related to migration and border control. Analysis including relevant practices, recommendations, and conclusions, presented to CIFAL and the UN to promote new initiatives in this field.

KEY REFERENCES

- **European Union. EU JUSTICE Program. Diversity of enforceable titles in cross-border debt collection within the EU (En4s). Multi-country (EU).**

  Fifth project of the EU Justice program, coordinated by the University of Maribor (Slovenia). It brought together universities and institutions from 13 Member States and one candidate country, aiming to analyse national enforceable titles, frictions in their recognition, and propose solutions to strengthen mutual trust among States.

- **European Union. "CORPORATE SOCIAL RESPONSIBILITY GROW EUROPE."**

  Innovative action to support social inclusion, reduce regional disparities between communities, and promote the "smart growth" of businesses.

- **European Union. INTERREG III B SUDOE.**

  Promotion of cooperation based on the use of information society technologies applied to vocational training. Facilitation of the implementation of the information society in the territories of the participating municipalities.

- **5th Framework Programme for R&D. INFOCENTRE MANAGEMENT ENGINE.**

  Creation of a testing system that promotes the use of information among market agents to increase business opportunities.

- **SENAER: Regional Platforms for the Development of Comprehensive Solutions for the Elderly.**

  SENAER conference with the participation of more than 20 European regions to analyze and develop opportunities for elderly services across all relevant sectors (health, insurance, investment, technology, etc.).

- **European Union and Latin America. ALFA – Latin America Academic Training. CALIDNET.**

  A programme aimed at establishing and strengthening relationships among the universities in the network, contributing to the development of high-quality human capital by facilitating the mobility of professors and students.

- **European Union. Culture 2000. Trajan and the Route of Metals.**

  Analysis and production of a documentary on the life of Emperor Trajan as a symbol of a culturally connected Europe. Organisation of exchange meetings and experience-sharing activities. Creation of a network of mining parks as a driver for development.

PROJECT EVALUATION

E-CODEX, under the ICT Policy Support Programme (ICT PSP), aims to improve access to justice within the EU and facilitate interoperability among judicial actors.

COST, an intergovernmental framework supported by the EU that promotes cooperation among nationally funded research projects, facilitating scientific networks and collaboration in research and technology.

COSME, an EU program for the Competitiveness of Enterprises and Small and Medium-sized Enterprises, implemented by the Executive Agency for Small and Medium-sized Enterprises.

Horizon 2020, within the framework of the Horizon 2020 Program Regulation No. 1291/2013 and the Horizon 2020 Specific Program Decision 2013/743/EU.

EUROPEAN UNION AND INTERNATIONAL PUBLIC PROCUREMENT

We advise companies, public institutions, and third-sector organisations on their institutional, legal, and strategic positioning before European institutions and support their participation in tenders and projects funded by multilateral organisations.

We have an office in Brussels to represent the interests of companies and organisations, primarily from Andalusia and Central America.

- Institutional Relations and EU Lobbying
- International and Multilateral Public Procurement
- Regulatory Monitoring and Strategic Positioning
- Advisory Services on Regulated Sectors and EU Policies

CONTACT

- **Jesús Bores**
  jbores@boleoglobal.com
- **Tiago Matos**
  tmatos@boleoglobal.com

KEY REFERENCES

- **Sector Representation in Brussels: Agriculture and Industry.**
  Advice and institutional representation to defend the interests of various regulated sectors in agriculture and industry. The work included actions before European bodies concerning designations of origin, tariff barriers and regulations, as well as other strategic sectoral interests linked to the European Union's trade and regulatory policy.

- **Legislative monitoring and lobbying within the framework of the EU's Trade Partnership Agreements.**
  Development of regulatory monitoring activities and strategic representation before European institutions in the context of the negotiation and implementation of Trade Partnership Agreements. The work included actions related to key processes such as Eastern Enlargement and the EU agreements with countries and regions including the Mediterranean, Central America, Chile, Mexico, Peru, Colombia, Ecuador, MERCOSUR, and CARICOM, with special attention to their regulatory and sectoral impact.

- **Training and advisory services in European and international public procurement.**
  Delivery of specialized training on the European Union public procurement system and technical advisory services in international procurement procedures. Activities included support to public and private entities in Europe and within international cooperation projects, focusing on the proper application of regulations, preparation of bids, and management of complex tendering processes.

- **European Union. Establishment of a Cross-Border Arbitration Tribunal. Morocco.**
  Comprehensive legal assistance for the creation of a cross-border Arbitration Tribunal between Andalusia and Morocco, focused on resolving commercial disputes. The project included legal incorporation, drafting of statutes and regulations, appointment of arbitrators, and development of legal instruments. Activities also involved institutional strengthening and training for judicial bodies, chambers of commerce, and NGOs linked to human rights.

INVESTMENT AND FOREIGN TRADE

Support, advice, and sourcing of financing for internationalization projects. Market opportunity analysis and production solutions in a constantly changing global environment.
Trade fairs, organization of agendas, and commercial missions.
Transportation, advice on tariffs, customs, and documentation.

- Advisory services for companies on foreign trade
- Investment processes
- Start-ups, venture capital, and project financing
- International taxation
- Protection of innovation, trademarks, and intellectual and industrial property rights, including geographical indications for handicrafts
- Internationalisation of fashion companies and production management

CONTACT

- **Charo Juárez** cjuarez@boleoglobal.com
- **Rubén Cruz** rcruz@boleoglobal.com

KEY REFERENCES

- **European Union – MIPYME COMPITE Programme – Strengthening the institutional, regulatory, and service framework in areas related to SME competitiveness and integration into value chains. Paraguay.**
  Technical assistance and evaluation of the Foreign Trade Commission within the framework of the EU Program to improve international competitiveness and the business climate in Paraguay, aimed at attracting foreign direct investment and increasing trade. Preliminary analysis, drafting of the Commission's regulations, provision of the regulatory framework, and conducting training activities.

Strategic Development of Private Entities

Comprehensive advisory services in the strategic planning of private entities, focused on institutional strengthening, diversification of activities, and improving their positioning in national and international markets.

European Union. Global Gateway Program – Attraction of European Investment. Ecuador.

Study on investor perceptions to enhance European investment attraction in Ecuador within the framework of the Global Gateway programme. The objective was to identify legal barriers and opportunities to foster foreign—particularly European—investment and public-private partnerships. Six deliverables were produced: regulatory mapping, diagnosis of investment barriers, stakeholder survey, analysis of the current situation, development of a Global Gateway Investment Package, and the organisation of a final event and three technical workshops to share the findings.

Minister of Foreign Trade and European Union. Institute of Foreign Trade. ICEX NEXT. Spain.

Processing and implementation of ICEX NEXT aid for more than 10 companies. The program's objective is to increase international sales, reduce business risk, and enhance global competitiveness. Development of an online and offline internationalization strategic plan focused on selected foreign markets.

European Union. Technical Assistance in the Implementation of EU Trade Partnership Agreements and International Negotiation Processes. Multicountry.

Collaboration in the implementation of more than 12 EU Trade Partnership Agreements and related projects involving trade negotiations in Mexico, CARICOM, Central America, the Andean Region, Mercosur, Chile, Tunisia, Jordan, Morocco, South Africa, Eastern Europe, and the Balkans.

European Union. Support for the EU-Mexico Political Dialogue – Promotion of Designations of Origin in Mexico and Latin America. Mexico.

Promotion of the development of Geographical Indications (GIs) and Designations of Origin (DOs) through legal and commercial assistance, including the design and implementation of a product quality promotion model. This included the creation of a guide and four videos to encourage their use in Mexico and Latin America.

- **FERNÁNDEZ Y ROCHE. Advisory services for internationalization, product development, and online sales. Spain.**

  Company with over 130 years of experience in hat manufacturing. Promotion of internationalization both for Private Label (advising on the production of their own collections for luxury sector brands) and for their own brand. Consultancy on brand image and collections. Product development and online sales.

- **CHILDREN CHIC. International expansion and positioning on digital platforms. USA.**

  Children's footwear made in Spain by a company based in the USA. Brand expansion in Europe and Asia, with participation in trade fairs in Paris and London. Management and onboarding on online sales platforms such as Amazon.

- **NURIBEL. Internationalisation plan, distributor search, and technical assistance. Ireland, Italy, Russia, and Arab countries.**

  Study and development of an internationalisation plan, including a feasibility analysis of proposed target markets. Brand established in Ireland, Italy, Russia and Arab countries. Achieved a 20% increase in turnover. Activities included distributor search, contract negotiation, and participation in trade fairs. Advisory services provided on labelling regulations and certification requirements.

- **PILAR BATANERO. Internationalisation strategy, market entry, and trade fair support. Portugal, United States, Mexico, Italy, Turkey.**

  Study and development of an internationalization plan with market analysis of potential target countries. Support for participation in trade fairs such as Turkey and INTERMODA (Mexico).
  Advisory on labeling regulations and certification requirements for the different countries.
  Market openings in Portugal, United States, Mexico, and Italy.
  Opening of a franchised store in Mérida, Mexico.

- **MARIQUILLA MODA INFANTIL. Development of an international brand, management of trade fairs, and production. Mexico, Portugal, Italy, United Kingdom, India.**

  Study and development of an internationalisation plan, including analysis of potential target markets. Brand established in Mexico, Portugal, Italy, and the UK. Participation in trade fairs such as Bubble (London) and in Mexico. Advisory support on labelling regulations and certification requirements for each country. Sales managed through online platforms such as www.mamuky.com and www.privalia.com.
  Production. Partial management and execution of the brand's production in India, including prototype development, price negotiation, follow-up visits, shipping, and import processes. Advisory services on fabrics and design. Fabric sourcing for a second brand specialising in flamenco dresses.

CAPACITY-BUILDING AND PUBLICATIONS

- In-person and virtual custom training solutions for businesses and institutions in any of Boleo Global's specialised areas of expertise.
- Development of curricula and master's programmes for universities and institutions.
- Specialised publications.
- Study visits and event organisation.

CONTACT

- **Juana Bores** juanabores@boleoglobal.com
- **Charo Juárez** cjuarez@boleoglobal.com

+200

Training programs, conferences, webinars, and events designed for our global clients.

+30

Market study trips to Brussels, Washington, and Beijing.

SERIES OF INTERNATIONAL PUBLICATIONS

E**l Zaguán a Europa**– Ayan Europa (Andalusian Municipalities in Europe)

- The Relevance of the European Union for Andalusia
- Andalusia in 2000: European Challenges
- An Undeniable Choice for Andalusia: Europe
- Andalusian Local Entities in the Information Society
- Equality in Andalusia
- Natural Andalusia: Environment 2000
- Tourism and Andalusia
- A Europe of Its Towns and Cities
- Human Rights and the European Union
- Renewable Energies in the European Union

Europa Info Bulletin - Association for the External Promotion of Seville (Seville City Council)

AVRIO EUROLAW Info - Publications on the European Area of Freedom, Security, and Justice (AVRIO Eurolaw Assistance, European Commission)

Europa de ley - Europa de Ley – An Introduction to Europe for Andalusian Jurists (European Commission, Robert Schuman Action)

MEET OUR TEAM

Trust, Professionalism, and Experience

Jesús Bores-Lazo
Managing Partner

Advisory Services and Technical Assistance

Rosario León

Silvia Scozia

EU and International Public Procurement

Tiago Matos

Capacity-building and Publications

Juana Bores

Project Management and Financing

Rubén Cruz

Andrés Castro

Investment and Foreign Trade

Rosario Juárez

Network of Consultants

Giulia Biselli
Geopolitics, Defense, and Security

Silva Kantareva
Institutional Relations, Defence and Security

Lourdes Russa
Ecotourism and Sustainable Tourism

Izabela Strzelecka
European Projects

Juan Pablo Aris
Social and Cultural Anthropology

María González Parrilla
Institutional Relations

Antonio Puntas
Economics and Taxation

Raïssa Rouse
International Law

Enid Ramírez
GIS Specialist

Humberto Gacio
Gestión del Medio Natural

Ezequiel Echevarría
Biodiversity and NEM

Gonzalo Díaz
Urban Planning and Land Use Management

JESÚS BORES LAZO

MANAGING PARTNER OF BOLEO GLOBAL.
OFFICES IN GUATEMALA AND SPAIN.

ABOUT ME

Lawyer, international consultant, and professor specialized in Business and Competition Law, European Union Law and its external relations, as well as legal and institutional strengthening in developing countries. He has a solid track record in the identification, planning, management, and evaluation of international projects carried out to the highest quality standards.

He has undertaken more than 80 technical assistance missions for the European Union, UNDP, OSCE, IDB, and other international organizations, mainly working in Eastern Europe, the Mediterranean, Asia, and the Americas. With a highly practical approach, he has been actively and consistently involved in training business executives, professionals, and university students, developing strong teaching and capacity-building skills.

EDUCATION

- PhD in Law, Washington College of Law, American University, 2017.
- PhD in Law, University of Seville, 2017.
- Master's Degree in European and Comparative Law, Maastricht University, 1996.
- Bachelor's Degree in Law, University of Seville, 1995.
- Bachelor's Degree in Political Science, National University of Distance Education (UNED), 2000.
- Numerous national and international training courses in his areas of specialization.

LANGUAGES

- Spanish
- English
- French

PROFESSIONAL EXPERIENCE

- International consultant since 1999 for the European Commission, IDB, USAID, UNDP, OSCE, and other multilateral organizations and cooperation agencies, providing services in over 40 countries across Europe, Latin America, the Middle East, Asia, and Africa.
- Specialized in Business Law, Competition Law, Intellectual and Industrial Property, European and International Law.
- Member of the Arbitration Court of Seville.
- Practicing lawyer and member of the Bar Association of Seville since 1997.
- International legal practice in Brussels (1997–2001), Washington D.C. (2013–2014), and Latin America (2009–2012 and 2015–2019).
- Lawyer at Gómez-Acebo & Pombo, Bores, Corradini & Puech Abogados, Bores y Cía Abogados, Avrio-Advocati, and collaborator with other international law firms.
- Professor at various universities, postgraduate centers, and business schools, both nationally and internationally, since 1998 (Europäische Recht Academy, ICAS, EOI Business School, Pablo de Olavide University, University of Seville, CAJASOL, Universidad Rafael Landívar, UPANA, University Portucalense, American University, etc.)
- Numerous publications and development of projects for the European Union in the areas of judicial and legal reforms, free trade agreements, competition law, and private sector development.

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ROSARIO LEÓN

ADVISORY SERVICES AND INTERNATIONAL TECHNICAL ASSISTANCE.
MULTILATERAL ORGANIZATIONS.
OFFICE IN THE UNITED STATES (WASHINGTON DC.)

ABOUT ME

Lawyer specialized in project management, development policies, and international relations. She holds a PhD in Law, and her professional work has focused on development projects, having worked in various countries across the European Union and Latin America. She began her career as a Judge in Spain, later moving to Luxembourg to work as a Legal Advisor at the courts of the European Union. Since 2003, she has been dedicated to developing investment projects between Europe and Latin America at prominent law firms, collaborating with different multilateral organizations and other development institutions. In these roles, she defined technical assistance for social and environmental projects and established contacts with various organizations in Europe, the United States, and Asia to create agreements that would provide funding and ensure the viability of the projects. She has given lectures in several countries and published works on development policies, international relations, and European Union law. She speaks Spanish, English, Italian, and French.

EDUCATION

- Doctorate in International Law (PhD). University of Seville, Spain, 2007.
- Advanced European and International Studies. International Center for European Training (CIFE), Paris and Nice, France, 1999.
- Master's Degree in International Relations. Technical University of Lisbon, Portugal, 1998.
- Diploma in European Union Law. University of Seville, Spain, 1997.
- Bachelor's Degree in Law. University of Seville, Spain, 1996.

LANGUAGES

- Spanish
- English
- Italian
- French

PROFESSIONAL EXPERIENCE

- Multilateral Organizations and Washington, DC Office Coordinator at Boleo Global. United States, 2024–present.
- Business Development Director at Do4Woman. Washington, DC, United States, 2014–present.
- Vice President of the Board of Directors, IDB Family Association. Washington, DC, 2018–2021.
- Treasurer of the Board of Directors, IDB Family Association. Washington, DC, 2013–2018.
- Senior Coordinator for Strategic Programs and Technical Cooperation at CAF (Development Bank of Latin America and the Caribbean). Caracas, 2009–2012.
- Principal Executive, Secretariat and External Relations Department at CAF. Caracas, 2008–2009.
- Development Project Director for Europe and Latin America at DBT Abogados. Madrid, 2003–2008.
- Expert Collaborator at the European Commission. Bruges, 2003.
- Lawyer at Garrigues, European Union and Competition Law Department. Madrid, 2001–2003.
- Lawyer at the Legal Service of the European Court of Auditors. Luxembourg, 2000.
- Legal Advisor at the Court of Justice of the European Union. Luxembourg, 1999–2000.
- Judge at the Courts of First Instance and Instruction in Seville. 1997–1999.
- Lawyer at Van Bael & Bellis, European Union and Competition Law Department. Brussels, 1997.

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SILVIA SCOZIA

ADVISORY SERVICES AND INTERNATIONAL TECHNICAL ASSISTANCE.
HUMAN RIGHTS, CSR.
OFFICES IN ITALY AND SWITZERLAND.

ABOUT ME

Silivia Scozia has over ten years of experience in legal research, as well as in the development and implementation of policies in both the public and private sectors. Her career has focused on assessing the compliance of national legal frameworks with international human rights and humanitarian law standards, and on integrating human rights principles into corporate social responsibility (CSR) frameworks. She has contributed to legislative and public policy development within projects for various United Nations agencies and has held different roles within the International Red Cross Movement. Her professional path has taken her to Geneva (Switzerland), The Hague (Netherlands), and Cambridge (United Kingdom). She has specialized in the protection of vulnerable groups in various contexts, addressing issues such as assistance to civilians in armed conflicts, the defense of the rights of people on the move, support for women who are victims of gender-based violence, the eradication of child and forced labor, and the promotion of diversity and inclusion in the business environment.

PROFESSIONAL EXPERIENCE

- Consultant for the Latin American Network on Strategic Gender Litigation (ReLeG) and collaborator with the Academy on Human Rights and Humanitarian Law at American University (Washington D.C.) – 2024 to present.
- Co-founder and Corporate Social Responsibility Analyst at BST Impact – 2020 to present.
- Legal Analyst for projects with the United Nations High Commissioner for Human Rights (OHCHR) – 2022/2023.
- Legal Researcher for the British Red Cross (Lauterpacht Centre for International Law, ICRC Customary IHL Project) – 2018 to 2020.
- Legal Associate in the Advisory Service on International Humanitarian Law at the International Committee of the Red Cross (ICRC) – 2017 to 2018.
- Researcher in the Department of International Migration Law at the International Organization for Migration (IOM), and in the Office of the Prosecutor at the United Nations International Criminal Tribunal for the former Yugoslavia (UN ICTY) – 2016/2017.
- Advisor and Associate Researcher for Doña Ana Palacio at the international law firm Palacio & Associates – 2015 to 2016.

EDUCATION

- Bachelor of Law. Università degli Studi di Bari, 2013.
- Public International Law, The Hague Academy of International Law, 2015.
- LL.M. in International Humanitarian Law and Human Rights. Geneva Academy of International Humanitarian Law and Human Rights, 2017.
- Diploma in Migration and Refugee Protection. University of Buenos Aires, 2017.
- Sustainability Leadership and Corporate Responsibility. London Business School, 2020.
- GRI Certified Sustainability Professional. Global Reporting Initiative, 2023.
- European Expert in Sustainability and Social Responsibility. Spanish Association for Quality, 2024.

LANGUAGES

- Spanish
- English
- Italian
- French

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RUBÉN CRUZ DÍAZ

PROJECT MANAGEMENT AND FINANCING.
INVESTMENT AND FOREIGN TRADE.
OFFICE IN SPAIN.

ABOUT ME

He holds a degree in Business Administration from the University of Seville and a Master's in Financial Management from ESIC. He has worked for over fifteen years in the group of companies led by Nuvaria Global, where he held the position of Financial Director, with responsibilities in corporate administration and finance. Previously, as Assistant to the Director, he worked on developing the internal operational model for the group of companies.

His experience includes strategic planning, organizational restructuring processes, implementation of management and control systems, mergers and acquisitions, investment and financing projects, as well as internationalization programs, coordinating multidisciplinary teams.

PROFESSIONAL EXPERIENCE

- Managing Partner at Boleo Abogados and Consultant at Boleo Global S.L., 2023 – Present.
- Economic-Financial Director at Nuvaria Global, 2007 – 2023.
- Assistant to the Director at Surplastik, 1999 – 2007.
- Manager at Alanos Profesional, 2006.
- Manager at Promociones Aceplas, 2003 – 2005.
- Assistant to the Director at Procosur, 1995 – 2001.

EDUCATION

- Master's in Financial Management, ESIC Seville, 2008.
- Bachelor's in Business Administration, University of Seville, 1995.

LANGUAGES

- Spanish
- English

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ANDRÉS CASTRO SILVA

PROJECT MANAGEMENT AND FINANCING.
INVESTMENT AND FOREIGN TRADE.
OFFICE IN ECUADOR.

ABOUT ME

Consultant with extensive experience in both the public and private sectors, specializing in production, investment, and international trade. He has a strong background in business and trade association representation, public-private and public-public coordination, economic analysis, macroeconomic analysis, data analysis, and public policy development.

EDUCATION

- Bachelor's in Law, Technical University of Loja, 2021 – Present.
- Master's in International Economics, Autonomous University of Madrid, 2015.
- Bachelor's in Economics, Pontifical Catholic University of Ecuador, 2010.

PROFESSIONAL EXPERIENCE

- Consultant at Fondazione ACRA, 2022 – Present.
- General Coordinator of Markets, Companies, and Strategic Alliances at the Ministry of Production, Foreign Trade, Investments, and Fisheries, 2021/2022.
- Director of ZEDs and Special Regimes at the Ministry of Production, Foreign Trade, Investments, and Fisheries, 2020/2021.
- Director of Sectorial Competitiveness at the Ministry of Production, Foreign Trade, Investments, and Fisheries, 2018/2020.
- Technical Coordinator at the Association of Non-Alcoholic Beverage Industries of Ecuador (AIBE), 2017/2018.
- Director of Investor Services and Monitoring at the Ministry Coordinator of Production, Employment, and Competitiveness (MCPEC), 2015/2016.
- Foreign Trade and Customs Technician at the Chamber of Industries and Production (CIP), 2010/2013.

LANGUAGES

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- Italian

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ROSARIO JUAREZ

CAPACITY-BUILDING AND FOREIGN TRADE.
OFFICE IN SPAIN.

ABOUT ME

She has been a dedicated advisor in training programs and consultancy for nearly 15 years, with solid experience in business management, internationalization, and production in Asia, strengthened by her work with her own businesses.

Her communication and management skills have allowed her to contribute to various projects in the fashion and arts industries (including performing arts, production, and visual arts), as well as in team management.

She stands out for her ability to solve problems quickly and her effectiveness in multitasking. She has demonstrated a clear ability to provide effective solutions that create immediate impact and ensure long-term success.

Additionally, she has built a successful career in education, sharing her knowledge and experience as a professor in business management, fashion, and internationalization at several universities in Spain.

EDUCATION

- Bachelor's Degree in Economics. University of Sevilla.
- ERASMUS Scholarship at the University of Limburg, Maastricht, Netherlands.
- Master's in Foreign Trade (Euromarketing). CEA, Sevilla.

LANGUAGES

- Spanish
- English

PROFESSIONAL EXPERIENCE

- Director of the Master's in Management (Fashion Companies) at Loyola University Andalucía. Seville, 2019 to present.
- Professor of Globalization and Marketing.
- Professor of Product Organization and Control at CEADE University. Seville, 2015 to present.
- Professor of Marketing at CEADE University. Seville, 2006 to 2009.
- Professor in the Master's in Fashion and Communication at ESCO School. Granada, 2013 to 2020.
- Professor in the Master's in International Markets and Fashion Business Management.
- Consulting in Export, Production, and Management. Since April 2012. Working with more than 15 companies. Consulting duration ranges from 1 to 6 years per company. Market opening in countries like Mexico, Russia, Japan, and Europe.
- Founder and Majority Partner at Soplando Fronteras S.L. Seville.
- Founder of Charfal Accessories S.L. Seville. Financial management. Production and negotiations with manufacturing countries, India and Turkey. National and international distribution in countries such as the United Kingdom, Greece, Ireland, Denmark, the United Arab Emirates, Japan, and the USA.
- Opening of an office in Seville for Seacrest Trading Corporation S.L. Seville.
- Vice President of ADEMA (Andalusian Fashion Companies Association), 2008 to 2011.
- Export Manager certified by EXTENDA.

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TIAGO MATOS FERNANDES

EUROPEAN UNION AND INTERNATIONAL PUBLIC PROCUREMENT.
OFFICE IN PORTUGAL.

ABOUT ME

Specialized in European and international public procurement, corporate law, and foreign direct investment, he has practiced law from Lisbon, providing legal advice to companies operating in Portugal, Latin America, and several Portuguese-speaking African countries. He has served as a consultant to the European Union, World Bank, OECD, CARICOM, ECOWAS, and other regional organizations and/or cooperation agencies, offering legal and institutional advice in more than forty countries.

He has conducted dozens of workshops on Project Financing, Project Cycle Management, Public Procurement, and Grants across Europe, Latin America, Sub-Saharan Africa, and the Asia-Pacific region. He is a professor in his areas of expertise at the Portuguese Catholic University (Lisbon and Porto) and the National Institute of Public Administration.

He holds a Law Degree (1997) and a Master's Degree in European Union Law (1999) from the Faculty of Law of the University of Lisbon, as well as a Master's Degree in African Studies and International Development from the University Institute of Lisbon (2007). He speaks Portuguese, Spanish, English, and French.

PROFESSIONAL EXPERIENCE

- International consultant since 2010 for the European Union, World Bank, OECD, CARICOM, ECOWAS, and other regional organizations and/or cooperation agencies, providing services in more than 40 countries across Europe, Latin America, Sub-Saharan Africa, and the Asia-Pacific region.
- Portuguese Bar Association, 2000 – Present.
- Specialized in European and international Public Procurement, Corporate Law, and Foreign Direct Investment.
- Lawyer at Correia Afonso & Archer (1998–2002) and Matos Fernandes Advogados (since 2002).
- Professor at the Portuguese Catholic University (Lisbon and Porto) and at the National Institute of Public Administration since 2010.
- Professional trainer in Project Financing, Project Cycle Management, Public Procurement, and Grants across Europe (Paris and Brussels), Latin America, Sub-Saharan Africa, and the Asia-Pacific region.
- Numerous publications and project development for the European Union, World Bank, and OECD in the fields of Public Procurement and Grants, Water and Sanitation, Digital Transformation, Administrative Decentralization, and Freedom of Expression.

EDUCATION

- Law Degree, University of Lisbon, 1997.
- Master's Degree in European Union Law, University of Lisbon, 1999.
- Master's Degree in African Studies and International Development, University Institute of Lisbon, 2007.
- Numerous national and international training courses in his areas of expertise.

LANGUAGES

- Portugués
- Español
- Inglés
- Francés

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JUANA BORES

JUNIOR CONSULTANT.
CAPACITY-BUILDING AND PUBLICATIONS.
OFFICE IN BELGIUM.

ABOUT ME

A lawyer with international training and experience in legal consultancy and development cooperation. Graduated in Law and Business Administration (bilingual) from Pablo de Olavide University, she has complemented her education at prestigious institutions in France, Australia, and Uruguay, receiving academic recognition and excellence in performance.

She has worked as a lawyer and junior consultant on legal and development projects, as well as in legal startups and areas related to business digitization.

She has participated in international initiatives, educational and sports activities, and has been recognized for her outstanding academic and athletic performance. She also holds specific training in marketing, artificial intelligence, and strategic management.

EDUCATION

- Double Degree in Law and Business Administration and Management, bilingual in English. Pablo de Olavide University, Seville, Spain. Program taught in English.
- BBA International - Bachelor in Business Administration, Excelia Group Business School, La Rochelle, France.
- Business Administration and International Relations, University of Sunshine Coast, Australia. Dean's Recognition for Outstanding Academic Performance.
- Law, Notary, and International Relations, University of the Republic of Uruguay, Montevideo, Uruguay. Recognition for Academic Excellence.

LANGUAGES

- Spanish
- English
- French

PROFESSIONAL EXPERIENCE

- Junior Lawyer at Boleo Legal in the areas of commercial law, civil law, and international law.
- Junior Consultant at Boleo Global. Assisting in the development of foreign trade projects, internationalization strategies, sustainability, investment, and sustainable tourism.
- Marketing Coordinator at Casa Tinoco and Boleo Global. Social media management and web development.
- Legal Consultant at the technology company Youforget.me.
- Sales Manager at UGGs Express in Sunshine Coast, Australia.
- Training and academic support courses.
- Free time monitor and coordinator at Raz Surf Camp.
- Trainer and choreographer at Club Pyrámidos.

HONORS AND AWARDS

- 2025. Laudabilis Award for Bachelor's Thesis in Law, Pablo de Olavide University.
- 2024-2025. Course on Multilateral Financial Institutions and Development Cooperation, Andalucía TRADE.
- 2024-2025. Course on Artificial Intelligence for SMEs.
- 2022. UPO Sport Talent Scholarship. Recognition as an Elite Athlete.
- 2021-2022.Course on Business Digitization and Big Data, University of Málaga.
- 2020-2021. Course on Behavioral Economics and Decision-Making, University of Alcalá.
- 2019. Diploma, European Acrobatic Gymnastics Championship.

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GIULIA BISELLI

CONSULTANT. GEOPOLITICS, DEFENCE AND SECURITY. ESG SPECIALIST.
OFFICES IN ITALY AND CHINA (BEIJING).

ABOUT ME

Giulia is a consultant and researcher with a multidisciplinary background rooted in international relations, human rights investigations, and sustainable development.

Over the years, she has developed expertise in assessing labour conditions and identifying risks of human rights violations across diverse socio and geopolitical contexts, designing methodologies and trainings for responsible business practices.
She has supported both public institutions and private companies, international organizations such as WHO, as well as grassroots NGOs, in building assessment frameworks, conducting stakeholder engagement activities and producing evidence-based analyses to inform policy and advocacy.

With her combined background in international affairs and human rights, Giulia brings a strategic, investigative approach to complex global challenges at the intersection of politics, development, and accountability.

PROFESSIONAL EXPERIENCE

- PhD candidate and researcher on geopolitics and security studies for the Asian region at Center for High Defense Studies (Italian Ministry of Defense) – 2024 to present.
- Co-founder and ESG consultant at BST Impact – 2020 to present.
- Expert advisor to the Technical Commissions on Gender Equality and Responsible Supply Chain – 2021 to present.
- Human Rights and Supply Chain M&E Officer at Slavefreetrade – 2017 to 2020.
- Researcher at the General Inspectorate of the Military Health Services of Italy – 2019.
- Project Manager and researcher at Italian Air Force – 2017.
- Researcher Health Emergencies, Mass Gatherings and CBRN at World Health Organization (WHO) – 2016 to 2017.
- Human Resources and Talent Development at SACE SIEMEST – 2016.
- Assistant to the CEO at Shuntian Xinjiusheng Canyin (Beijing, China) – 2014-2015.

EDUCATION

- PhD Candidate, Strategic and Security Studies, University of Turin/ Center for High Defense Studies, 2024-2027.
- Master in Risk and Disaster management, Niccolò Cusano University (Rome), 2020.
- M.L. International Law and Diplomacy, China Foreign Affairs University (Beijing), 2015 (Double degree).
- Master in International Relations, LUISS Guido Carli University (Rome), 2015.
- Bachelor in Political Sciences, LUISS Guido Carli University (Rome), 2013.
- Lead auditor ISO 30415:2021 Diversity, equity and inclusion, 2023.
- Lead Auditor UNI EN ISO 9001: 2015 Quality Management Systems (40 hours), 2023.
- GIF AP Practitioner qualification, Diligentia ETS, 2023.

LANGUAGES

- English
- Italian
- Chinese
- Spanish
- French

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SILVA KANTAREVA

CONSULTANT. REGULATORY AND PUBLIC AFFAIRS – HEALTH, TECHNOLOGY, AND INTERNATIONAL SECURITY.

ABOUT ME

Silva Kantareva is a multilingual leader in communications, regulatory affairs, and public affairs with over fifteen years of experience driving political campaigns, stakeholder engagement, and strategic advocacy in the health, biotechnology, and international security sectors. Her work connects corporate objectives with global regulatory frameworks, leveraging her expertise in EU and U.S. policies, digital governance, and crisis communications.

With a background in international law (LLM, Fletcher School) and business (MBA, IE), she has advised Fortune 500 companies, NGOs, and multilateral institutions—including the United Nations and NATO—on high-impact communication strategies, geopolitical risk mitigation, and cross-border policy alignment.

Her career spans Berlin, Brussels, Madrid, and New York, addressing challenges such as healthcare access, AI governance, and transatlantic security. She is bilingual in English and Bulgarian, fluent in Spanish and Russian, and has working knowledge of German.

PROFESSIONAL EXPERIENCE

- Director of Corporate Communications and Investor Relations at Avextra Pharma GmbH (Berlin), 2024 – Present.
  - Led political advocacy and communications for fundraising in a biotechnology company, aligning investor relations with EU health regulations.
- Fellow in the No Patient Left Behind program at RA Capital, 2025 – Present.
  - Developed policy solutions to expand access to clinical trials for rare diseases, balancing incentives for innovation with affordability for patients.
- Senior Health Policy Advisor at Palacio y Asociados (Madrid/Brussels), 2012–2024.
  - Advised multinational technology and healthcare companies on compliance with the EU Digital Single Market and geopolitical risk narratives.
- Freelance Policy Advisor at the NATO Parliamentary Assembly (Brussels), 2020–2022.
  - Drafted speeches and press releases on the Ukraine crisis and NATO's Strategic Concept.
- Associate Political Affairs Officer at the United Nations (New York), 2007–2009.
  - Analyzed Security Council deliberations on sanctions and conflict zones for the UN Secretary-General.

EDUCATION

- MBA. IE Business School (Madrid), 2015/ 2017.
- LLM in International Law, The Fletcher School, Tufts University, 2009–2010.
- MA in International Relations, Yale University, 2005–2007.

LANGUAGES

- Inglés
- Español
- Alemán
- Búlgaro
- Ruso

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MARIA GONZÁLEZ

CONSULTANT. INSTITUTIONAL RELATIONS.
EU AND INTERNATIONAL PUBLIC PROCUREMENT.
OFFICE IN BELGIUM.

ABOUT ME

International Legal Advisor. María González has over 14 years of experience. Her fluency in three languages —Spanish, English, and French—combined with her Law Degree, has enabled her to specialize throughout her career in legal consulting, contract management, and the preparation of international tenders.

In addition, her leadership and negotiation skills have allowed her to organize and participate in events related to European Institutions, lead teams for business development and management, draft and present technical proposals to national and European institutions, as well as monitor European policies in line with client needs.

She further enhanced her qualifications with a Master's Degree in Private Law, which has enabled her to work as an executive director, specializing in financial management, human resources, team leadership, business development, and institutional relations.

PROFESSIONAL EXPERIENCE

- Executive Director at the Lycée Français, Seville, 2020 – Present
- Consultant / Executive Assistant at Iberdrola, Brussels, 2017 – 2020
- Office Director / Executive Personal Assistant at Palacio y Asociados, Brussels, 2014 – 2017
- Brussels Office Director at Zero Emissions Technologies S.A., Brussels, 2008 – 2010
- Head of Legal Department at Telvent S.A., Seville, 2006 – 2008
- Head of Legal Department at the Federation of Agricultural Cooperatives, Seville, 2004 – 2006
- Legal Advisor at Cepsa, Madrid, 2001 – 2004

EDUCATION

- Master's Degree in Private Law, Madrid Bar Association (Ilustre Colegio de Abogados de Madrid), 2003.
- Law Degree, University of Seville (Universidad Hispalense de Sevilla), 2000.

LANGUAGES

- Spanish
- English
- French

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